

Case Study

Business Advisory Services – Process Management



Context and objectives

Client were in the position of answering a 40 billion SEK tender where they lacked competence in procurement

The tender put specific requirements on procurement and the processes to be used if the client were awarded the contract

In scope were Procurement Process, Material Handling Process, Planning Process and tailoring the Supply & Sourcing organisation.

Conducted for the bid manager of an international public transportation service provider

Procurement Processes

Analysis

Approach



PIR's Approach

As-is study

- Contracting Management process
- Material handling/replenishment process
- Material & capacity planning process

To-Be study

- Best practice benchmarking
- Design of new processes
- Design of future Supply & Sourcing organization including roles & responsibilities and head-count

Client benefits

- **Client was able to answer the 40 billion tender in time fulfilling all set requirements**
- **New state of the art Contracting Management process, material handling/replenishment process and material & capacity planning process**
- **A tailored organization for Sourcing & Supply including organizational description and roles & responsibilities**